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# Waste Contract Renegotiating

Why? How? Next Steps?

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# Contract Renegotiate - How?

- Work with current hauler to
  - Determine current contract to see if it is still locked in? If so understand how to end contract term so it does not auto-renew.
  - Understand current collection needs/options
    - Pick-up days/frequency, can they be changed without penalty during the contract
    - New contract period? Does it auto-renew? How to prevent this? Cancellation fees?
    - What does your current hauler offer that sets them apart?
    - Container needs/options, are new containers needed? What are the charges/payment options for containers?

# Contract Renegotiate - How?

- Bid out if not locked into contract w/ current hauler.
  - Use County website/waste & recycling contacts for assistance
    - They can assist with training/education, local haulers, help you with the renegotiation process.
  - Use the internet to locate local haulers
- Once you have the RFP send to all local haulers, set up meetings with each so they can review the facility and present what they can do to assist you.
  - Specific contact available for program development/training/staff education.
  - Weight or volumes reported monthly
  - Fees for any changes to the contract, environmental or fuel fees extra from the service pick-up charges.
- Compare each BID and review options to reduce costs
  - Can frequency of service be reduced? Fees?
  - Are you charged per pickup regardless of amount disposed of?
  - Could you save money by renting or purchasing fewer or smaller disposal containers?
  - Is there an opportunity to get a more competitive bid?
  - Meet with haulers again if needed to identify any flexibility in fees/costs

# Contract Renegotiate – Next Steps?

- Work with your executive team and accounts payable person before agreeing to hauler contract
- Be sure anything agreed upon for additional services or charges are clearly written in the contract
- Follow up with hauler to be sure term of contract does not auto renew if so set reminder to deal with the issue

# Questions?

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